

## Clevenger, Charlotte

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**From:** Fleetwood, Susan  
**Sent:** Wednesday, November 22, 2017 10:39 AM  
**To:** Eudy, Ken  
**Cc:** Copeland, Anthony M  
**Subject:** Natural Gas  
**Attachments:** ACP and ED.docx

Ken,

Per the Secretary's voicemail, attached please find a few draft ideas for discussion.

Please let us know when you'd like to discuss further.

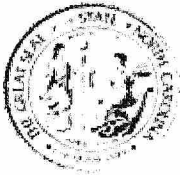
Thanks,  
Susan

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## **Ensuring the Atlantic Coast Pipeline Facilitates Economic Development Opportunities**

### **Clarify Impact of Natural Gas Availability**

- Confirm the dekatherms already committed, amount of firm capacity left, and the average number of industrial users that can be served with the remaining capacity

### **Aggressively Market to Existing Companies**

- Partner on resources to identify existing companies that might benefit from access to natural gas

### **Incent Existing Companies to Utilize Natural Gas to Support Growth**

- Gas companies require a contract to provide service and construct infrastructure, which may be cost prohibitive to companies
- Utilize fund to subsidize company's gas bill for a negotiated period of time at a scaling rate, so that the company is able to get access to gas at a more reasonable rate and grow its operations

### **Support Proactive Development of Natural Gas Infrastructure**

- Gas distribution companies face barriers (shareholder and rate-related) to installing infrastructure where no customer currently exists; this puts communities with industrial sites business parks without distribution gas lines at a competitive disadvantage
- Work together to eliminate those barriers and create a mechanism for "dark" infrastructure to be constructed to sites with the best opportunity for future development

### **Identify Most Likely Locations of Future Direct Access to Pipeline**

- Fayetteville, Pembroke and Smithfield have been identified as the first of three interconnects, due to market potential
- Provide information on the next three most likely interconnect locations to help focus efforts to find existing and new customers